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December 1, 1998

**VIA HAND DELIVERY**

Magalie Roman Salas, Secretary  
Federal Communications Commission  
1919 M Street, N.W., Room 222  
Washington, DC 20554

**RECEIVED**

**DEC - 1 1998**

Re: Ex Parte Presentation  
ET 95-18; RM 9328

FEDERAL COMMUNICATIONS COMMISSION  
OFFICE OF THE SECRETARY

Dear Ms. Salas:

Pursuant to Section 1.1206 of the Commission's rules, I hereby submit an original plus three copies of this letter to notify you that Dave Otten of Celsat America, Inc., and John Quale and I of this firm, met on Monday, November 30, 1998 with Mindy Ginsburg, Howard Griboff, Linda Haller, Karl Kensinger, Chris Murphy, Ron Repasi, and Tom Tycz of the International Bureau. During this meeting, Celsat reiterated its view, which it has previously expressed both in its pleadings and in prior meetings at the Commission, that Celsat is a new entrant in the market for the provision of mobile satellite service ("MSS") and that the Commission should award new entrants spectrum at 2 GHz before awarding any such spectrum to incumbent MSS providers. Celsat also asked the Commission staff members about the timing of the 2 GHz service rules proceeding and the feasibility of adopting certain band plans for 2 GHz. In response to questions from the Commission's staff, Celsat described its proposed use of spectrum in the Ka-band for feeder links for its 2 GHz MSS system and reiterated its view that the Commission need not wait for Celsat to obtain feeder link spectrum to grant Celsat's 2 GHz MSS license but should award the two licenses independently. Finally, Celsat requested clarification with respect to the Commission's view on whether 2 GHz MSS providers that do not cause interference with BAS users in the 2 GHz band must pay for relocation of the BAS users.


In addition to the aforementioned meeting with the International Bureau staff, Dave Otten and I met with Dan Connors of Commissioner Ness's office, Ari Fitzgerald of Chairman Kennard's office, Karen Gulick of Commissioner Tristani's office, Paul Misener of Commissioner Furchtgott-Roth's office, and Peter Tenhula of Commissioner Powell's office. In each of these meetings, Mr. Otten made a brief presentation about his professional background, Celsat's proposed 2 GHz MSS system, and Celsat's desire to obtain a Commission license as expeditiously as possible. In addition, Celsat gave copies of the attached "Mobile Satellite Communications System Briefing" to certain of these individuals and responded to their questions related to the Briefing and to Celsat's proposed 2 GHz MSS system. Finally, Celsat asked certain of these individuals their views on the Petition for Expedited Rulemaking filed by ICO Services Limited.

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Magalie Roman Salas  
December 1, 1998  
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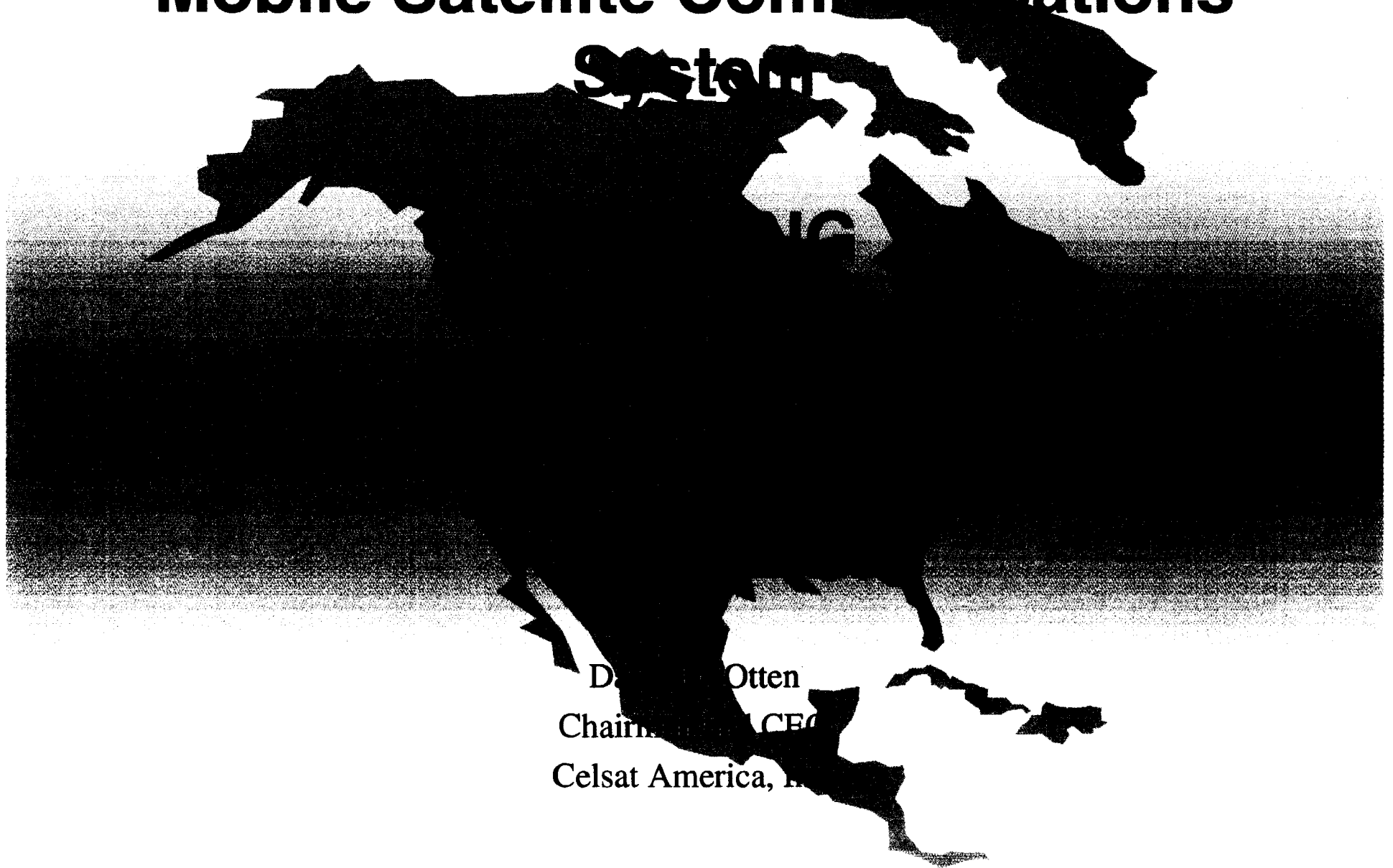
Please direct any questions concerning this matter to the undersigned.

Very truly yours,

  
Toni Cook Bush 902

cc: Dan Connors  
Ari Fitzgerald  
Mindy Ginsburg  
Howard Griboff  
Karen Gulick  
Linda Haller  
Karl Kensinger  
Paul Misener  
Chris Murphy  
Ron Repasi  
Peter Tenhula  
Tom Tycz

# Mobile Satellite Communications System



Dan Otten  
Chairman and CEO  
Celsat America, Inc.

Proprietary & Confidential to Celsat America, Inc.

# The Celsat System

• Satellite Coverage

PCS size handheld

Proprietary & Confidential to Celsat America, Inc.

# Celsat America Inc History

**1987 - 1993**

**Developed Technology**

**Developed by Celsat**

**Ericsson, Nortel, Celsat, and Hughes Support**

**1997 - Present**

- Investments by Echostar DBS, George Schmitt, and Bill Ginsberg
- Sale of Seven Billion Minutes to TSM Alliance (TSM)
- Selected Merrill Lynch and DLJ as Lead Investment Bankers
- Unique application for a Nationwide FCC License
- Additional U.S. and Foreign Patents Granted

Proprietary & Confidential to Celsat America, Inc.

# The GSM Alliance Companies Will Be Celsat's Partner

COMPANY

Microcell  
Telecommunications, Inc.  
Powertel, Inc.

BellSouth Mobility DCS

Ericsson  
President  
Allen Smith  
President & CEO  
Eric Ericson  
President

Proprietary & Confidential to Celsat America, Inc.

# System Fundamentals



Company	Satellites	Coverage	Signal
Celsat	1 Plus Spare	U.S., Canada, and Mexico	16 - 22db

Proprietary & Confidential to Celsat America, Inc.

# Celsat Is The Most Alternative

ICO	\$2.00 retail	\$1,500	Yes	Same	Brick With Antenna	0.5 Watt	Many	No
Globalstar	\$1.50 retail	\$2,000	Yes	Same	Brick With Hot Dog Antenna	0.5 Watt	Many	Yes
Celsat	\$0.08 wholesale	\$200	None	Same	Same as None	0.25 Watt	None	No

Proprietary & Confidential to Celsat America, Inc.





# Speed of Light No Effect

No Impact

– Data

Echo Suppression minimizes any Problems  
for Voice

# High Gain, Multi-Beam Satellite Antenna

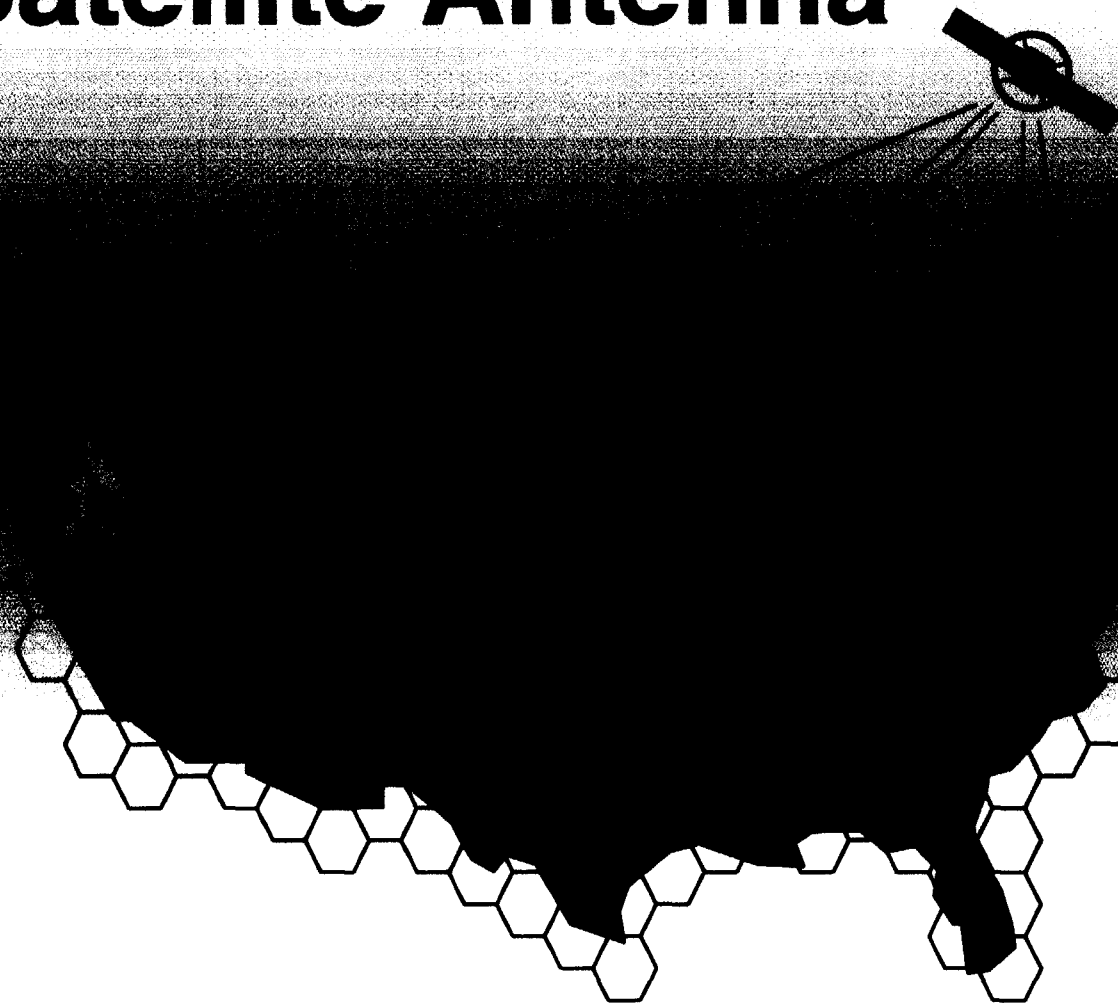
- ◆ 120 Transponders

- ◆

- ◆

100 Miles Cell  
Radius on Earth.

Beams Always at  
Least 36 Degrees  
Above Horizon for  
the US, except  
Alaska.



# Technology Fully Proven

Satellite

S-Band and L-Band

Are Proven In-Use

Existing Hardware

Development

Handheld (Ericsson)

Mostly Existing Hardware

# Celsat's Patent Summary

◆ Dual Mode Satellite Communications

– U.S. Patent 5,612,703

◆ Position Determination

– U.S. Patent 5,612,703

◆ Fraud Prevention

– U.S. Patent 5,835,857

Additional Patents Allowed and Pending



# SUMMARY OF CELSAT ADVANTAGES

Lowest cost pro

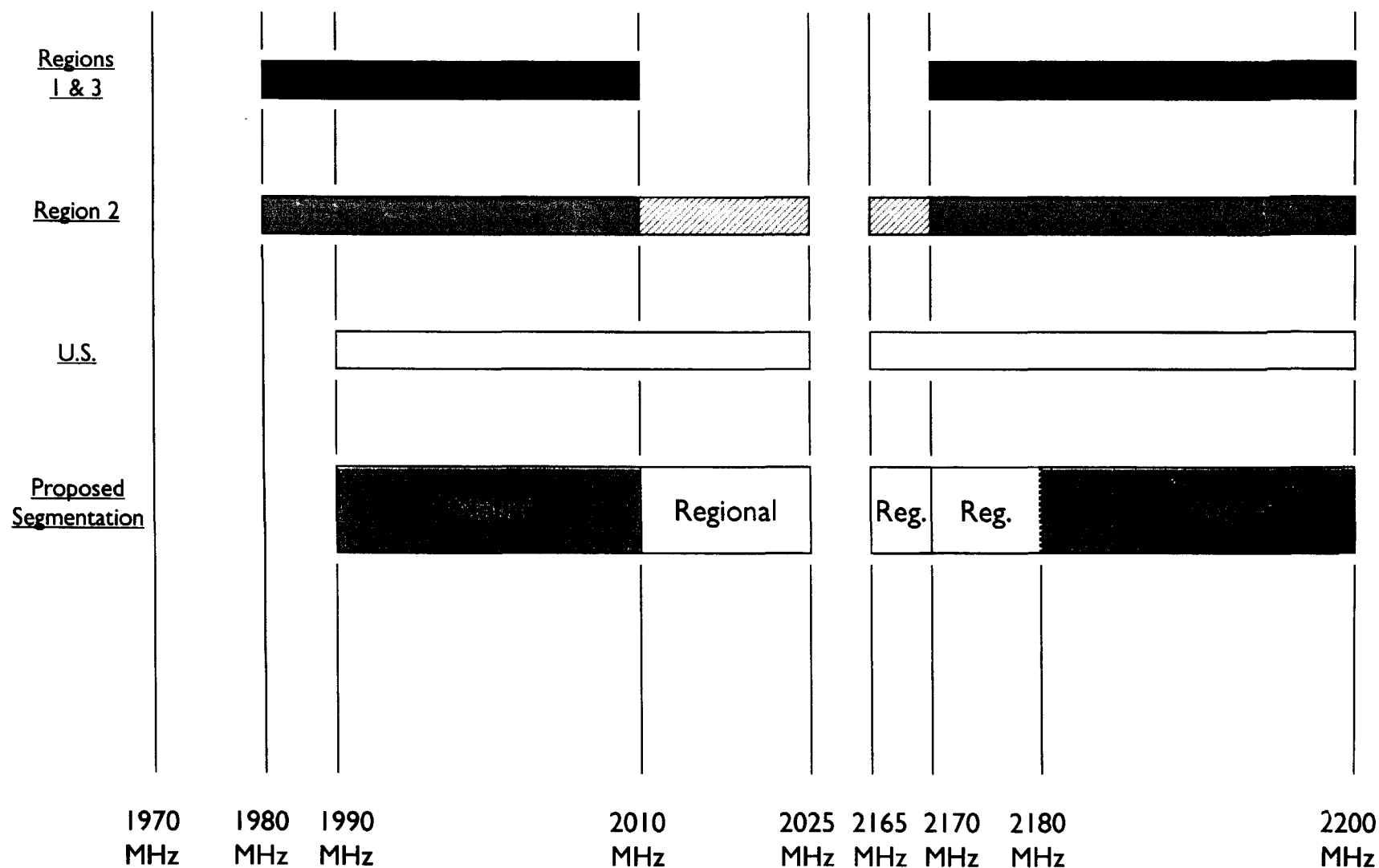
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— Multiple services

— Automatically determine position of the user for safety and security

— Full U.S. coverage and most of the population of Canada and Mexico

# 2 GHz BAND PLAN - MSS ALLOCATIONS



 Effective January 1, 2000  
 Effective January 1, 2005  
 (January 1, 2000 in Canada)